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FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

MR. JONATHAN D. LEVY
OFFICE OF PLANS AND POLICY
FEDERAL COMMUNICATION COMMISSION
1919 M STREET N.W.
WASHINGTON, D.C. 20554

HEART OF AMERICA INDEPENDENT SATELLITE DEALERS
9174 W. 92ND STREET
OVERLAND PARK, KS. 66212-3909
DON HERRON, DIRECTOR

IN THE MATTER OF

INQUIRE INTO ENCRYPTION TECHNOLOGY FOR PP DOCKET NO. 92-234
SATELLITE CABLE PROGRAMING

REPLY ADDITIONAL COMMENTS OF THE JANUARY 8, 1993 INQUIRY.

COMMENTS:

THE HEART OF AMERICA INDEPENDENT SATELLITE DEALERS ORGANIZATION ALONG WITH THE CONSUMER SATELLITE COALITION HAS REPLIED TO YOUR REQUEST IN REGARDS TO THE GI MONOPOLY AND COMPETITION IN THE DECODER MODULE MARKET PLACE.

BY FAX TODAY WE WERE INFORMED THAT BECAUSE OF MONOPOLY OF THE GENERAL INSTRUMENT CORPORATION IN REGARDS TO THE DECODER AND DATA CENTER THAT TITAN HAS WITHDRAWN FROM THE MARKET PLACE BECAUSE OF THE THREAT OF GI TO NOT ALLOW SHOWTIME OR OTHERS TO USE THEIR DATA CENTER IN CONJUNCTION WITH AUTHORIZATION OF THE TITAN DECODER?????

HERE AGAIN WE ARE GOING THROUGH THE TURMOIL OF ACQUIRING A STANDARD DECODER THAT WILL BE USED TO RECEIVE ALL SIGNALS FROM THE SATELLITE REGARDLESS OF THE ENCRYPTION STANDARDS USED BY THE PROGRAMMERS TO SEND SIGNALS TO THE CABLE HEADENDS AND THE CONSUMERS AND DEALERS WHO HAVE SATELLITE RECEIVE CAPABILITY.

WITHOUT A STANDARD ENCRYPTION THAT WILL BE ADAPTABLE TO ALL TECHNOLOGY! THE INDUSTRY IS AT THE MERCY OF THE ONE MANUFACTURE AND HAVE NO CHOICE BUT TO PAY WHAT EVER PRICE THEY DETERMINE IS NEEDED TO BE CHARGED FOR SUCH DECODERS.

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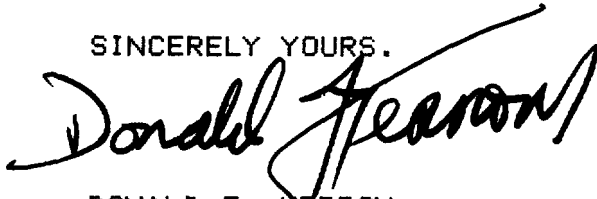
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THE HEART OF AMERICAN INDEPENDENT SATELLITE DEALERS FEEL THAT ALL CONSUMERS SHOULD HAVE ACCESS TO ALL PROGRAMING AS WELL AS ONE STANDARD DECODER TO RECEIVE ALL ENCRYPTION.

WE FEEL THAT A UNIVERSAL DECODER CAN BE ADOPTED TO THE PRESENT TECHNOLOGY AND SHOULD BE ABLE TO BE MANUFACTURED IN A COMPETITIVE MARKET PLACE THAT WOULD BRING THE COST TO THE CONSUMERS AND INDUSTRY IN LINE WITH OTHER TECHNOLOGY. AS EXAMPLE: THE COMPUTER INDUSTRY.

WE REQUEST THAT A FORMAL HEARING BE HELD ON ALL TECHNOLOGY AND ENCRYPTION TECHNOLOGY AND THAT ONE STANDARD BE ADOPTED TO MEET THE NEEDS OF THE INDUSTRY AND CONSUMES.

SINCERELY YOURS.

A handwritten signature in cursive script, reading "Donald F. Herron". The signature is written in black ink and is positioned below the typed name.

DONALD F. HERRON
DIRECTOR OF THE HEART OF AMERICA INDEPENDENT SATELLITE DEALERS.